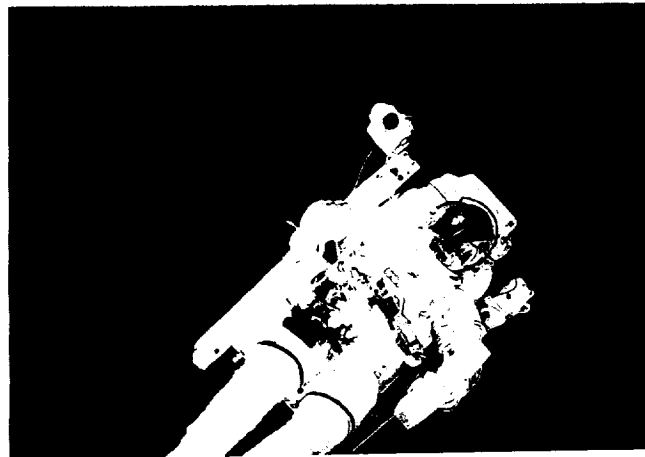


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ANNUAL PROCUREMENT REPORT

Fiscal Year 1991



(NASA-TM-109391) SUMMARY DATA ON
ALL NASA PROCUREMENT ACTIONS Annual
Procurement Report, FY 1991 (NASA)
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NASA

National Aeronautics and
Space Administration

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INTRODUCTION

This report presents summary data on all NASA procurement actions and detailed information on contracts, grants, agreements and other procurements over \$25,000 awarded by NASA during Fiscal Year 1991.

The dollar value on procurements over \$25,000 amounted to 97 percent of the total dollar value of procurement actions completed during Fiscal Year 1991. However, these larger procurements accounted for only 26 percent of the total actions.

Procurement action, as used in this report, means contractual actions to obtain supplies, services or construction which increase or decrease funds. A procurement action thus may be a new procurement, or modifications such as supplemental agreements, change orders, or terminations to an existing contract that change the total amount of funds obligated. An obligation is a contractual commitment to pay for supplies or services that are specified in the contract.

The report was prepared by the Procurement Management Division, Office of Procurement, NASA Headquarters. Inquiries should be addressed to:

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Washington, D.C. 20546

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SUMMARY

NASA's procurements during Fiscal Year 1991 totalled \$13,159.0 million. This is 4.7 percent more than was awarded during Fiscal Year 1990 (for further detail see Page 4).

Approximately 79 percent of the total awards were placed directly with business firms, 9 percent with the California Institute of Technology for operations conducted by or through the Government-owned Jet Propulsion Laboratory, 6 percent with educational and other nonprofit institutions, 5 percent with or through other Government agencies and 1 percent outside the U.S. (Page 5).

Seventy-seven percent, or \$8.2 billion, of the \$10.6 billion total procurement awards available for competition were made on a competitive basis. Of the total awards available for competition, \$680 million, or 6.4 percent, represented competitive new awards, and \$7.5 billion, or 70.9 percent, constituted within-scope modifications (incremental funding actions and change orders) to contracts awarded competitively in prior years. Approximately \$783 million, or 7.4 percent, of the total awards were noncompetitive. Of these, \$124 million, or 1.2 percent, of the total available for competition represented new noncompetitive awards, and \$659 million, or 6.2 percent, constituted other than competitive modifications to contracts awarded in prior years. In addition, \$1.6 billion, or 15.3 percent, of the total available for competition represented follow-on awards to companies that had been previously selected on a competitive basis (Page 11). It should be noted that awards associated with the contracts for the operation of NASA's Jet Propulsion Laboratory during Fiscal Year 1991 are excluded from the procurements available for competition.

With respect to contract types, awards on contracts having cost-plus-award-fee provisions amounted to 76 percent of the total awards over \$25,000 to business firms. Awards on firm-fixed-price contracts constituted 10 percent of the total. Cost-plus-fixed-fee contracts accounted for 8 percent of the total. Incentive contracts, both cost-plus-incentive-fee and fixed-price-incentive, made up 3 percent of the total awards (Page 13).

Small business firms received \$968.3 million or 9 percent of NASA's direct awards to business firms. This percentage reflects the fact that most of the awards to business firms were for large continuing research and development contracts for major systems and major items of hardware. Of the total new contract awards of \$1,216.4 million to business firms during the year, small business firms received \$279.6 million, or 23.0 percent (Page 15). Included

in the small business total were NASA awards of \$69.3 million to small and small disadvantaged business through the Small Business Innovation Research Program (Page 16).

Disadvantaged firms received \$295.8 million of the \$968.3 million awarded to small business firms in prime contract awards. The \$295.8 million comprised \$70.2 million direct awards and \$225.6 million under Section 8(a) of the Small Business Act (Page 19). In addition, small business firms owned and controlled by women have participated in NASA's procurement program and have received prime contract awards totalling \$67.4 million, while labor surplus area preference awards totalled \$26.1 million (Page 20).

During the year, all 50 states and the District of Columbia participated in NASA procurements over \$25,000. These larger awards went to 2,319 business firms in 46 states and the District of Columbia and to 491 universities and nonprofit organizations in 50 states and the District of Columbia (Page 34).

Note: In this report, all tables and charts present data on total procurements of the types specified in the respective sections. Where the information is limited, e.g., to contracts over \$25,000, such limitation is indicated by footnotes.

NASA PROCUREMENTS FOR FISCAL YEAR 1991

I. TOTAL PROCUREMENTS

Fiscal Year 1991 - NASA's procurements in Fiscal Year 1991 totalled \$13,159.0 million. This is \$593.8 million, or 4.7 percent more than in Fiscal Year 1990. The number of procurement actions totalled 113.9 thousand.

Trend, Fiscal Years 1987 - 1991 - The trend in procurement obligations versus total NASA obligations during the period Fiscal Years 1987-1991 is shown in terms of dollars and percentages in the table listed below.

PROCUREMENT OBLIGATIONS VS. TOTAL NASA OBLIGATIONS* FISCAL YEARS 1987 - 1991 (MILLIONS OF DOLLARS)

Fiscal Year	Total NASA Obligations	<u>Procurement Obligations</u>	
		Amount	% of Total Obligations
1991	\$14,687.0	\$13,159.0	89.6
1990	13,955.3	12,565.2	90.0
1989	12,299.7	10,876.4	88.4
1988	10,873.1	9,545.1	87.8
1987	9,821.1	8,609.8	87.7

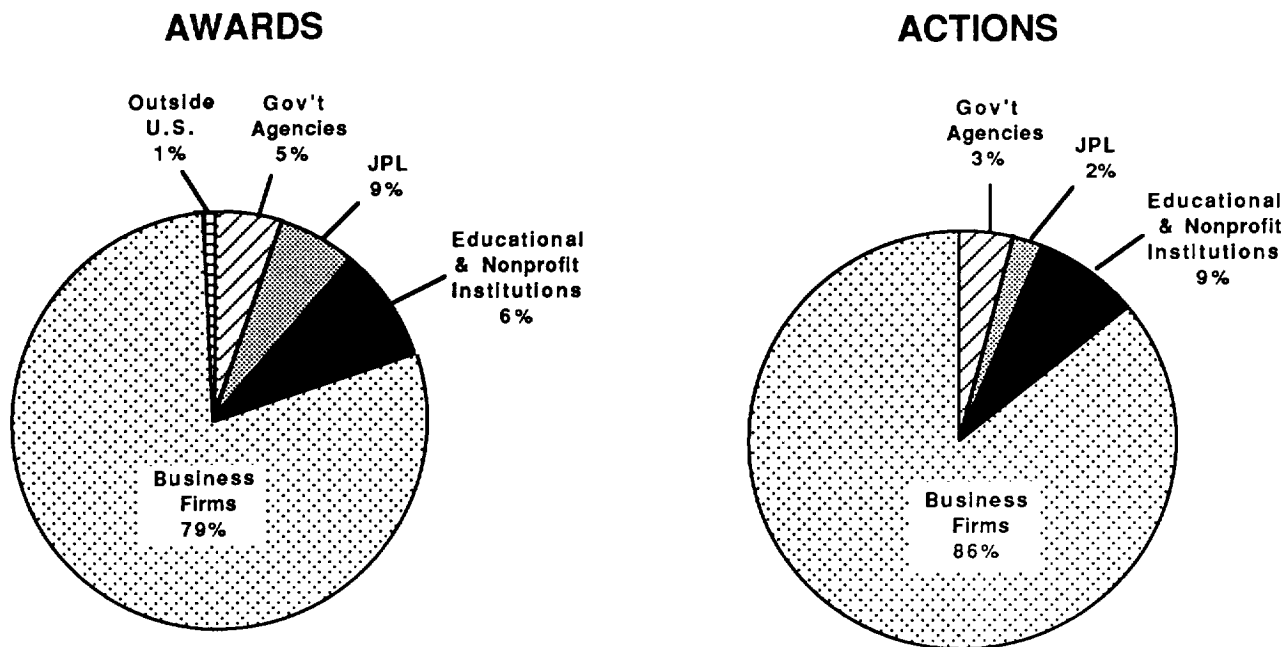
*Total NASA obligations include salaries, benefits and travel of NASA employees.

II. AWARDS BY TYPE OF CONTRACTOR

Fiscal Year 1991 - The distribution of NASA's procurement obligations is shown in Figure 1. Awards to business firms accounted for 79 percent of the total obligations. These awards totalled \$10,417.3 million, which is \$345.8 million or 3.4 percent more than in Fiscal Year 1990. Procurements placed through other Government agencies totalled \$693.4 million, \$83.0 million or 13.6 percent more than in Fiscal Year 1990. Awards, including grants and agreements, to educational and other nonprofit institutions totalled \$836.0 million, \$121.8 million or 17.1 percent more than in Fiscal Year 1990. Awards on contracts with California Institute of Technology for operations conducted by or through the Government-owned Jet Propulsion Laboratory amounted to \$1,139.6 million, \$32.8 million or 3.0 percent more than in Fiscal Year 1990. NASA awarded \$72.7 million outside the United States which was 16.7 percent more than in Fiscal Year 1990.

AWARDS BY TYPE OF CONTRACTOR

FISCAL YEAR 1991



	(Millions)
Total	\$13,159.0
Business Firms	10,417.3
Educational Institutions	592.0
Nonprofit Organizations	244.0
JPL	1,139.6
Government Agencies	693.4
Outside United States	72.7

	(Thousands)
Total	113.9
Business Firms	97.5
Educational Institutions	7.6
Nonprofit Organizations	2.4
JPL	2.3
Government Agencies	3.8
Outside United States	0.3

Figure 1

Trend, Fiscal Years 1987 - 1991 - The trend in the distribution of NASA's direct procurements by type of contractor during the period Fiscal Years 1987-1991 is shown in terms of dollars and in percentages of total annual procurements in the table listed below.

AWARDS BY TYPE OF CONTRACTOR
FISCAL YEARS 1987 - 1991

	FY 1987	FY 1988	FY 1989	FY 1990	FY 1991
<u>AWARDS IN MILLIONS</u>					
<u>TOTAL</u>	<u>\$8,609.8</u>	<u>\$9,545.1</u>	<u>\$10,876.4</u>	<u>\$12,565.2</u>	<u>\$13,159.0</u>
BUSINESS FIRMS	6,540.5	7,274.9	8,567.6	10,071.5	10,417.3
EDUCATIONAL	315.4	370.3	464.2	513.6	592.0
NONPROFIT	119.1	129.5	180.0	200.6	244.0
JPL	1,005.6	979.9	1,058.1	1,106.8	1,139.6
GOV'T AGENCIES	594.9	734.6	543.2	610.4	693.4
OUTSIDE U.S.	34.3	55.9	63.3	62.3	72.7
<u>PERCENT OF TOTAL</u>					
<u>TOTAL</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>
BUSINESS FIRMS	76	76	79	80	79
EDUCATIONAL	4	4	4	4	4
NONPROFIT	1	1	2	2	2
JPL	12	10	10	9	9
GOV'T AGENCIES	7	8	5	5	5
OUTSIDE U.S.	*	1	*	*	1

*Less than .05 percent.

Appendix I shows distribution of NASA direct procurements by type of contractor for the period Fiscal Years 1961-1991 (See Page 42).

III. COMPETITION IN NASA AWARDS

A. Competition in Contracting Act

Full and open competition, with limited exceptions, is the required standard for procurements within the federal government in accordance with the Competition in Contracting Act (P.L. 98-369). Full and open competition means that all responsible sources are permitted to compete. The competitive procedures authorized for use in full and open competition are sealed bidding; competitive proposals (if sealed bidding is not appropriate); a combination of these procedures (such as two-step sealed bidding); and other competitive procedures expressly provided for, including architect-engineer procedures in accordance with Public Law 92-582, broad agency announcements for basic research proposals, and General Services Administration multiple award schedules.

Contracting without providing for full and open competition is provided for only under the following circumstances:

- (1) Only one responsible source exists and no other supplies or services will satisfy agency requirements;
- (2) Unusual and compelling urgency;
- (3) Industrial mobilization; or engineering, developmental, or research capability;
- (4) International agreement;
- (5) Statutory authorization or requirement;
- (6) National security; and,
- (7) Public interest.

Written justifications are required at NASA in order to award procurements on other than a full and open competition basis. The approvals for these justifications are as follows:

<u>Size of Procurement</u>	<u>Approving Official</u>
\$100,000 or less	A level above the contracting officer
\$100,000 - \$1 million	Center Competition Advocate
\$1 million - \$10 million	Center Director
Over \$10 million	NASA Procurement Executive

To enhance and promote competition and eliminate barriers to full and open competition, NASA has developed a competition advocacy program. In addition to appointing an agency competition advocate, a competition advocate has been designated at each NASA Center.

B. Reporting of Competition

Federal agencies are required to submit to Congress an annual report summarizing accomplishments of the agency's competition advocacy program during the past year. In addition, the report describes proposed actions for the current year to increase competition and reduce noncompetitive contract awards. For measuring competition statistics, awards to universities and nonprofit organizations, as well as awards to business, are included in the overall base. For the purpose of developing and reporting uniform competition statistics, all federal agencies use this common baseline.

The reporting of competition excludes from the base the following categories of procurement actions, for which there is no opportunity for competition:

- (1) Any procurements authorized or required by statute to be awarded to a designated source;
- (2) Awards under Section 8(a) of the Small Business Act, as amended;
- (3) Awards for utilities (excluding telecommunications) where there is no opportunity for competition;
- (4) Directed acquisitions for foreign governments;
- (5) Brand named products for authorized resale; and,
- (6) Other awards for which there is no opportunity for competition.

C. Competition During Fiscal Year 1991

Overall Competitive Performance - NASA's awards to business firms, educational institutions, and nonprofit organizations for Fiscal Year 1991 are shown in Figure 2. Of the total awards of \$10,562.7 million available for competition, \$8,169.8 million, or 77.3 percent, represents competed procurements; \$1,610.1 million, or

15.3 percent, represents follow-on procurements which were made to contractors that had been previously awarded competitive contracts; \$782.8 million, or 7.4 percent, constituted other than competitive procurements. It should also be noted that \$2,596.3 million in awards represented procurements that were not available for competition. These are the procurements identified above in the Reporting of Competition discussion. Also included in this category are grants, cooperative agreements, awards to other government agencies, small purchases not over \$2,500, and awards to the California Institute of Technology for operation of the Jet Propulsion Laboratory.

Competitive Procurements - Of the \$8,169.8 million in awards which were competed, \$679.5 million, or 8.3 percent of these awards, represented new contracts, and \$7,490.3 million, or 91.7 percent, were in-scope modifications (incremental funding actions and change orders) to contracts awarded on a competitive basis in prior years. Of the \$679.5 million in new awards, \$477.8 million, or 70.3 percent, were contracts awarded through negotiation; while \$201.7 million, or 29.7 percent, were awarded on the basis of sealed bidding. The preponderance of competitive awards made through the negotiation process reflects NASA's principal mission as a research and development agency. A significant portion of the procurements awarded through sealed bidding were for construction efforts.

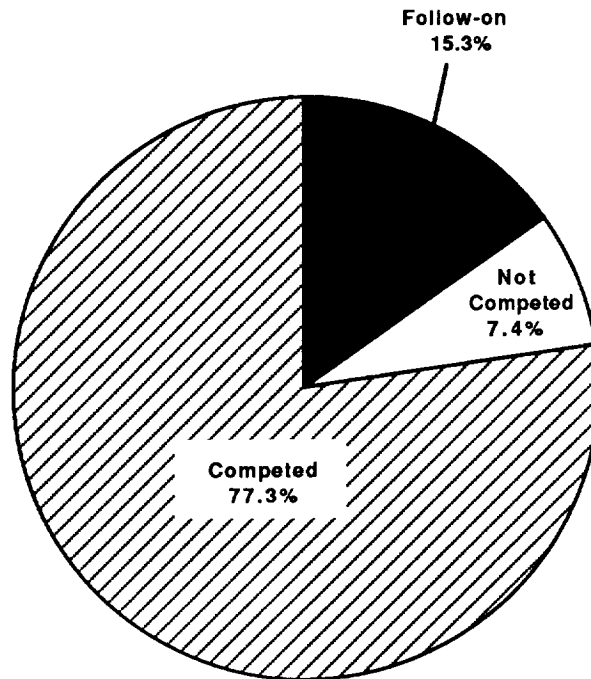
Noncompetitive Procurements - Of the \$782.8 million in noncompetitive awards, \$123.6 million, or 15.8 percent, represented new awards; whereas \$659.2 million, or 84.2 percent, constituted other than competitive modifications to contracts awarded in prior years. Awards in this category are supported by justifications for other than full and open competition.

Noncompetitive New Awards - Of the \$123.6 million in noncompetitive new awards, \$68.0 million were awards over \$25,000. Of these awards, the justifications for other than full and open competition for 72.4 percent, or \$49.2 million, in new noncompetitive awards were based on the first CICA exception indicated above, only one responsible source. The justifications for 17.0 percent, or \$11.6 million, in new noncompetitive awards were based on the second CICA exception, unusual or compelling urgency. The justification for an additional 9.2 percent, or \$6.3 million, in new noncompetitive awards were based on the third CICA exception, industrial mobilization. The justifications for the remaining 1.4 percent of the new noncompetitive awards cited CICA exceptions 4, international agreement; 5, statutory authorization or requirement; or 6, national security.

Follow-on Awards - In addition to the categories of competitive and noncompetitive awards, NASA awarded \$1,610.1 million in follow-ons to competitive procurements, of which \$595.5 million, represented new awards and \$1,014.6 million, or 63.0 percent, were modifications to existing contracts awarded in prior years.

COMPETITION IN NASA AWARDS

FISCAL YEAR 1991



	(Millions)	(Percent)
<u>Total Available for Competition *</u>	<u>\$10,562.7</u>	<u>100.0</u>
<u>Competed</u>	<u>8,169.8</u>	<u>77.3</u>
<u>New Awards</u>	<u>679.5</u>	<u>6.4</u>
Sealed Bids	201.7	1.9
Negotiated	477.8	4.5
<u>Modifications</u>	<u>7,490.3</u>	<u>70.9</u>
Sealed Bids	39.9	.4
Negotiated	7,450.4	70.5
<u>Not Competed</u>	<u>782.8</u>	<u>7.4</u>
New Awards	123.6	1.2
Modifications	659.2	6.2
<u>Follow-on</u>	<u>1,610.1</u>	<u>15.3</u>
New Awards	595.5	5.7
Modifications	1,014.6	9.6

* The \$10,562.7 million does not include \$2,596.3 million in awards which were not available for competition.

Figure 2

IV. AWARDS TO BUSINESS FIRMS

A. Awards By Contract Type

Fiscal Year 1991 - Figure 3 categorizes Fiscal Year 1991 awards over \$25,000 to business firms by contract type.

Contracts and modifications to contracts having cost-plus-award-fee provisions with business firms accounted for 76 percent of the total dollars in Fiscal Year 1991, as compared to 66 percent in Fiscal Year 1990. Incentive contracts, both cost-plus and fixed-price, were 3 percent of the total dollars in Fiscal Year 1991, compared to 15 percent in Fiscal Year 1990. Firm-fixed-price contracts amounted to 10 percent of the total, and cost-plus-fixed-fee contracts represented 8 percent of the total in Fiscal Year 1991.

Trends, Fiscal Years 1987 - 1991 - The following table shows a 5-year trend in dollars and percent of total annual procurements to business firms by contract type. The large percentage of procurements which have award fee and incentive provisions resulted from major procurements for the Space Shuttle program. The increase in the percentage of award fee dollars in Fiscal Years 1987 through 1991 is primarily because of the award of major space station contracts. The decrease in the percentage of incentive fee contract dollars from Fiscal Year 1990 to Fiscal Year 1991 is a result of changing from the use of a cost-plus-incentive-fee to a cost-plus-award-fee contract for the procurement of the redesigned solid rocket motors for the space shuttle.

AWARDS TO BUSINESS FIRMS BY CONTRACT TYPE* FISCAL YEAR 1987 - 1991

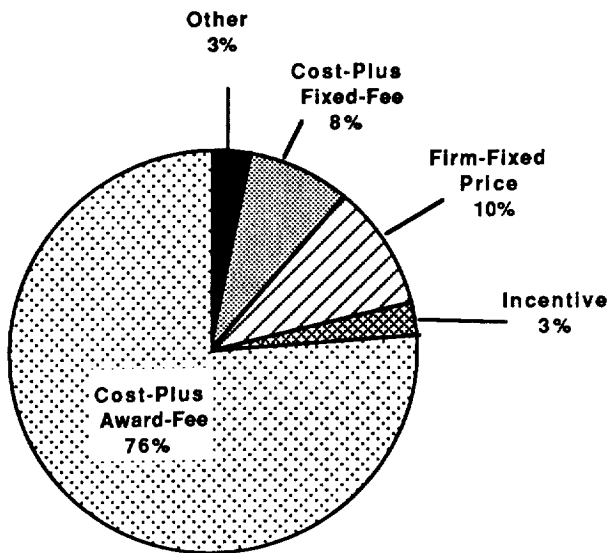
	FY 1987	FY 1988	FY 1989	FY 1990	FY 1991
<u>AWARDS IN MILLIONS</u>					
<u>TOTAL BUSINESS</u>	<u>\$6,376.8</u>	<u>\$7,094.9</u>	<u>\$8,329.3</u>	<u>\$9,843.2</u>	<u>\$10,148.8</u>
FIRM-FIXED-PRICE	849.7	853.5	765.3	952.4	980.4
INCENTIVE	1,425.7	1,347.2	1,454.1	1,443.9	362.1
COST-PLUS-AWARD-FEE	3,294.1	4,007.2	5,190.0	6,478.4	7,693.0
COST-PLUS-FIXED-FEE	696.1	766.0	823.3	826.8	810.8
OTHER	111.2	121.0	96.6	141.7	302.5
<u>PERCENT OF TOTAL</u>					
<u>TOTAL BUSINESS</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>
FIRM-FIXED-PRICE	13	12	9	10	10
INCENTIVE	22	19	18	15	3
COST-PLUS-AWARD-FEE	52	56	62	66	76
COST-PLUS-FIXED-FEE	11	11	10	8	8
OTHER	2	2	1	1	3

*Excludes smaller procurements, generally those of \$25,000 or less.

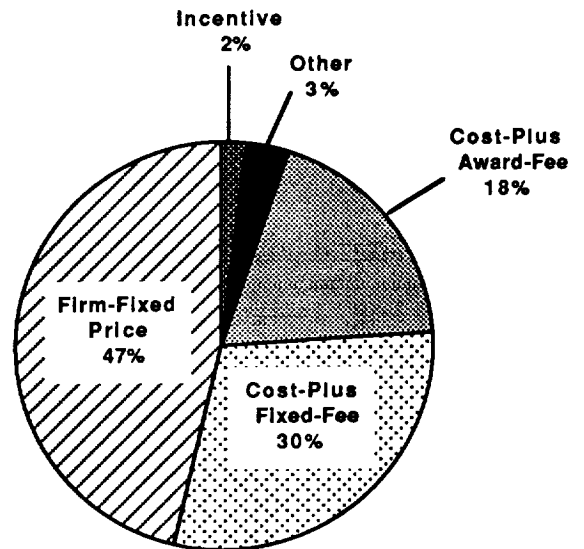
AWARDS BY CONTRACT TYPE DIRECT AWARDS TO BUSINESS FIRMS*

FISCAL YEAR 1991

AWARDS



ACTIONS



	(Millions)	Actions
Total	\$10,148.8	15,418
Firm-Fixed-Price	980.4	7,233
Incentive	362.1	265
Fixed-Price-Incentive	44.4	71
Cost-Plus-Incentive-Fee	317.7	194
Cost-Plus-Award -Fee	7,693.0	2,785
Cost-Plus-Fixed-Fee	810.8	4,588
Other	302.5	547
Fixed-Price-Redetermination	1.8	28
Economic Price Adjustment	73.3	30
Cost-No-Fee	201.6	210
Cost-Sharing	21.5	120
Labor-Hour	1.0	37
Time and Material	3.3	122

* Excludes smaller procurements, generally those of \$25,000 or less and orders under GSA Federal Supply Schedule contracts.

Figure 3

B. Small Business Participation

Total Small Business - During Fiscal Year 1991, NASA direct awards to small business firms totalled \$968.3 million. These awards constituted 9 percent of the total awards to business firms. The dollar awards to small business firms in Fiscal Year 1991 resulted from 70 thousand procurement actions, or 72 percent of the total number of actions placed with business firms (See Figure 4).

Share of New Contracts - The majority of NASA's direct awards to business firms involve large continuing research and development contracts for major systems and major items of hardware. Of the total new contract awards of \$1,216.4 million to business firms during Fiscal Year 1991, small business firms received \$279.6 million, or 23.0 percent.

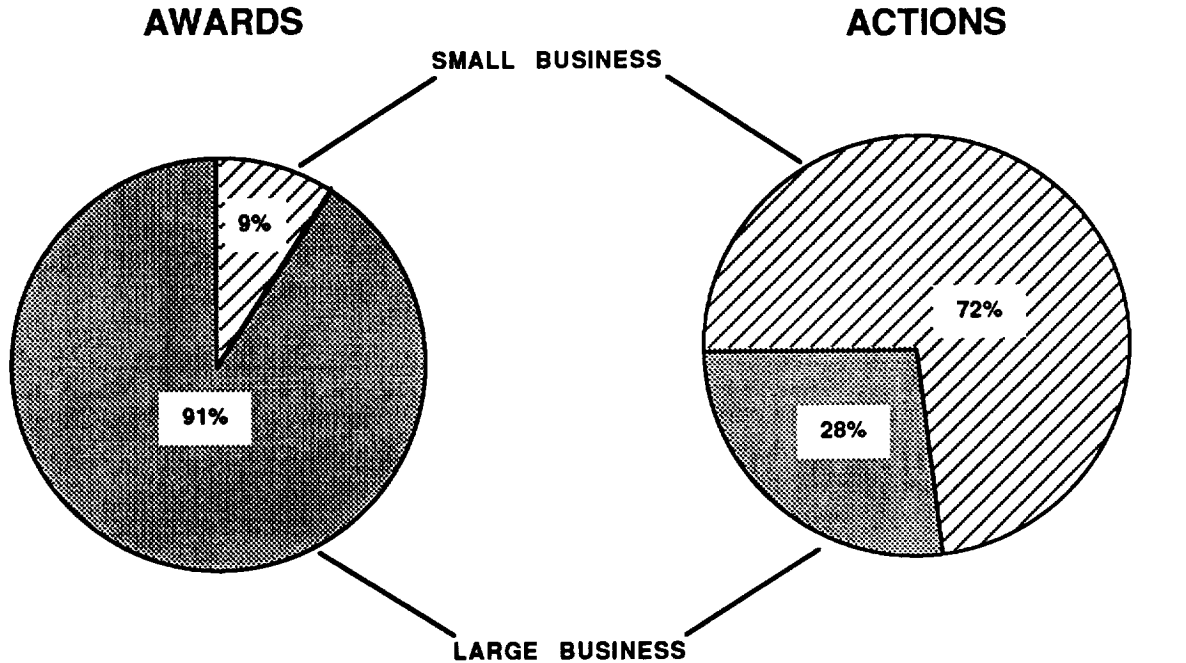
Share of Smaller Awards - Awards of \$25,000 or less to business firms during Fiscal Year 1991 totalled \$212.8 million. Of these smaller awards, small business firms received \$128.5 million, or 60 percent.

Extent of Maximum Possible Participation in New Awards - Assuming that the smaller awards represented new purchases, the total amount of new business awards in which small business could have participated was \$1,429.2 million, consisting of the \$1,216.4 million in new awards over \$25,000 and the \$212.8 million in awards of \$25,000 or less. Of this \$1,429.1 million in new business awards, small business received \$408.1 million, or 29 percent.

Small Business Set-Asides - Small business set-asides are defined as competitive awards which are limited only to small business. The small business set-aside program continues to exert a strong influence on the capability of small business firms to participate in the space program. In Fiscal Year 1991, these set-asides amounted to \$324.3 million, representing 33 percent of the total awards to small business and 3 percent of the total awards to all business firms.

SMALL BUSINESS PARTICIPATION

FISCAL YEAR 1991



	<u>(Millions)</u>
<u>Total</u>	<u>\$10,417.3</u>
Small Business	968.3*
Large Business	9,449.0

	<u>(Thousands)</u>
<u>Total</u>	<u>97.5</u>
Small Business	70.3
Large Business	27.2

* Includes \$225.6 million awarded to small minority firms under Authority of Section 8(a) of the Small Business Act, also includes \$69.3 million awarded through the Small Business Innovation Research Program.

Figure 4

Small Business Innovation Research - The Small Business Innovation Development Act of 1982, P.L. 97-219, mandated that Federal agencies, whose extramural budgets for research or research and development exceeded a stated threshold, establish a Small Business Innovation Research Program. Statutory requirements are aimed at assisting small/small disadvantaged business participation in the objectives of the program: to stimulate technological innovation in the private sector; to strengthen the role of small business in meeting Federal research and development needs; to increase the commercialization of innovations derived from Federal research and development; and to encourage small disadvantaged business participation in technological innovation. During Fiscal Year 1991, NASA awarded 402 new SBIR contracts totalling \$41.1 million. Of this amount, 280 were Phase I awards totalling \$13.9 million and 122 were Phase II awards totalling \$27.2 million. Also in Fiscal Year 1991, NASA funded on-going Phase II contracts totalling \$28.2 million. Included in the total awards of \$69.3 million, 47 contracts, or \$6.3 million, are to small disadvantaged business firms.

Representation Among NASA's 100 Largest Contractors - The 100 contractors that received the largest dollar value of NASA's direct awards to business firms are listed on Pages 21-25. Twenty-one of these contractors are small business firms and seven are disadvantaged firms.

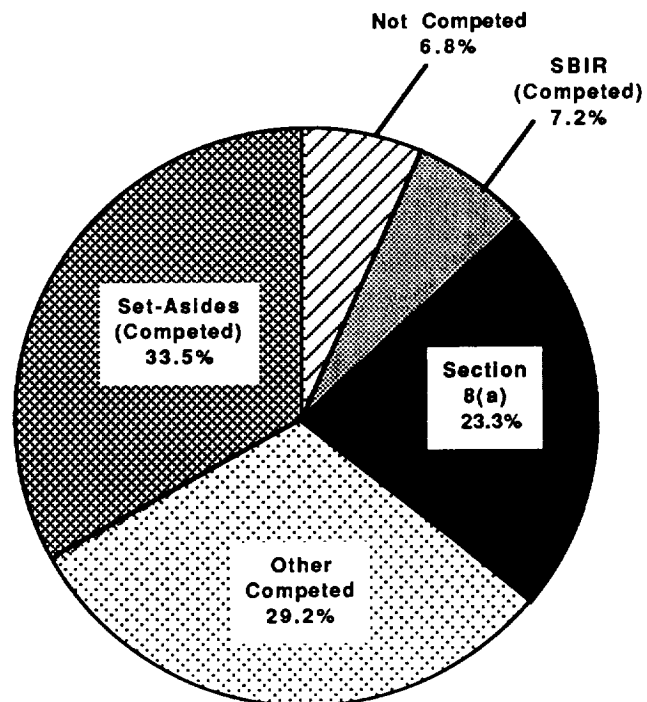
C. Distribution of Small Business Awards

In addition to the \$324.3 million in small business set-asides and the \$69.3 million awarded through the Small Business Innovation Research Program, small business firms eligible for participation in the Section 8(a) Program received a total of \$225.6 million in such awards. Also, small business firms received \$282.7 million in other competitive awards and \$66.4 million in procurement awards which were not competed (See Figure 5).

DISTRIBUTION OF SMALL BUSINESS AWARDS

FISCAL YEAR 1991

AWARDS



	(Millions)
<u>Total Small Business</u>	<u>\$968.3</u>
Set-Asides	324.3
Section 8(a)	225.6
SBIR	69.3
Other Completed	282.7
Not Competed	66.4

Figure 5

Trend, Fiscal Years 1987 - 1991 - Prime Contract Awards. The table below shows the extent of small business participation in NASA's procurements for the period Fiscal Years 1987 - 1991.

SMALL BUSINESS PARTICIPATION
FISCAL YEARS 1987 - 1991
(MILLIONS OF DOLLARS)

	FY 1987	FY 1988	FY 1989	FY 1990	FY 1991
<u>TOTAL BUSINESS</u>	<u>\$6,540.5</u>	<u>\$7,274.9</u>	<u>\$8,567.6</u>	<u>\$10,071.5</u>	<u>\$10,417.3</u>
<u>SMALL BUSINESS*</u>	<u>\$786.3</u>	<u>\$801.4</u>	<u>\$857.3</u>	<u>\$924.3</u>	<u>968.3</u>
% OF TOTAL	12.0%	11.0%	10.0%	9.2%	9.3%
<u>SET-ASIDES</u>	<u>\$297.2</u>	<u>\$326.1</u>	<u>\$322.5</u>	<u>\$307.3</u>	<u>\$324.3</u>
% OF TOTAL	4.5%	4.5%	3.8%	3.1%	3.1%
% OF SMALL	37.8%	40.7%	37.6%	33.2%	33.5%

*Includes awards placed under Authority of Section 8(a) of the Small Business Act and through the Small Business Innovation Research Program.

Appendix III shows NASA direct awards to small business firms for the period Fiscal Years 1961-1991 (See Page 50).

D. Small Disadvantaged Business Participation

NASA's prime contracts with small disadvantaged business firms in awarding procurements during Fiscal Year 1991 totalled \$295.8 million. The tabulation shown below indicates that NASA has made continuing efforts to increase disadvantaged business participation in NASA's procurements through direct awards and awards placed under the provisions of Section 8(a) of the Small Business Act. Support service contract awards have also been expanded to a variety of technical services and research and development efforts as well as other services. Awards subcontracted to small disadvantaged business firms were not available at the time of publication.

Public Law 101-144, signed November 9, 1989, mandated that NASA establish a goal of awarding at least 8 percent of the value of its prime and subcontracts to small disadvantaged business firms and Historically Black Colleges and Universities. NASA has developed a plan for achieving the prescribed goal by Fiscal Year 1994.

SMALL DISADVANTAGED
BUSINESS PRIME CONTRACT AWARDS
FISCAL YEARS 1987 - 1991
(MILLIONS OF DOLLARS)

Fiscal Year	Total Awards To Disadvantaged Business	Direct Awards*	Section 8(a) Awards
1991	\$295.8	\$70.2	\$225.6
1990	293.7	81.0	212.7
1989	275.0	90.3	184.7
1988	263.1	90.5	172.6
1987	252.5	80.0	172.5

*Includes disadvantaged direct awards through the Small Business Innovation Research Program. Excludes orders against federal supply contracts.

E. Women-Owned Small Business Participation

In accordance with Executive Order 12138, Women's Business Enterprise, NASA extends a particular effort to ensure that business firms owned and controlled by women have an equitable opportunity to participate in NASA's Procurement Program. In Fiscal Year 1991, women-owned small business firms received prime contract awards totalling \$67.4 million.

F. Labor Surplus Preference

It is NASA policy to assist labor surplus area concerns to an extent consistent with procurement objectives and regulations. NASA awards set-aside procurements which ensure that a significant part of the work will be performed in designated labor surplus areas. During Fiscal Year 1991, labor surplus area preference awards totalled \$26.1 million.

G. Awards by Type of Effort

During Fiscal Year 1991, \$10,204.6 million was awarded to business firms in support of effort in research and development, services, and supplies and equipment procurements. A breakout of these awards by category is shown below:

<u>Category</u>	<u>Number of Contracts</u>	<u>Total (Millions)</u>
<u>Total</u>	<u>5,690</u>	<u>\$10,204.6*</u>
<u>Research & Development</u>	<u>2,247</u>	<u>3,222.9</u>
Aeronautics & Space Technology	1,001	1,005.3
Space Science & Applications	521	413.2
Space Flight	141	548.1
Space Operations	72	353.3
Commercial Programs	40	95.5
Space Station	27	500.2
Other Space R&D	398	290.5
Other R&D	47	16.8
<u>Services</u>	<u>1,548</u>	<u>3,883.7</u>
ADP & Telecommunication	173	334.9
Maint., Repair & Reblgd. of Equip.	194	1,096.4
Operation of Gov't-owned Facilities	58	414.2
Professional, Admin. & Mgmt Support	214	1,116.8
Utilities & Housekeeping	97	216.6
Constr. of Structures & Facilities	157	308.4
Maint., Repair, Alter. of Real Prop.	286	142.3
Other Services	369	254.1
<u>Supplies & Equipment</u>	<u>1,895</u>	<u>3,098.0</u>
Ammunition & Explosives	10	283.8
Space Vehicles	57	1,626.4
Engines, Turbines & Components	17	866.2
Communication, Detection & Coherent Radiation Equipment	122	25.6
Electrical & Electronic Equipment Components	60	10.5
Instruments & Laboratory Equipment	370	29.7
ADP Equipment, Software, Supplies & Support Equipment	769	168.2
Fuels, Lubricants, Oils & Waxes	23	29.3
Other Supplies & Equipment	467	58.3

*Excludes smaller procurements, generally those of \$25,000 of less.

H. One Hundred Principal Contractors (Business Firms)

The one hundred contractors that received the largest dollar value of NASA direct awards to business firms during Fiscal Year 1991 are shown below. The awards to these contractors accounted for 90 percent of the direct awards to business firms during the year. The smallest aggregate award to any contractor was in excess of \$7.0 million. Of the one hundred contractors, 21 were small business firms and 7 were disadvantaged firms at the time of award.

ONE HUNDRED CONTRACTORS (BUSINESS FIRMS) LISTED
ACCORDING TO TOTAL AWARDS RECEIVED
FISCAL YEAR 1991
(S=Small Business/D=Disadvantaged Business)

CONTRACTOR & PRINCIPAL PLACE OF CONTRACT PERFORMANCE	AWARDS (THOUSANDS)	PERCENT
<u>TOTAL AWARDS TO BUSINESS FIRMS</u>	<u>\$10,417,332</u>	<u>100.00</u>
1. ROCKWELL INTERNATIONAL CORP Canoga Park, CA	1,559,634	14.97
2. MCDONNELL DOUGLAS CORP Huntington Beach, CA	1,089,205	10.45
3. LOCKHEED SPACE OPERATIONS CO Kennedy Space Center, FL	591,449	5.68
4. MARTIN MARIETTA CORP New Orleans, LA	571,732	5.49
5. BOEING CO Marshall Space Flight, AL	468,308	4.50
6. LOCKHEED MISSILES & SPACE CO Iuka, MS	458,981	4.41
7. THIOKOL CORP Brigham City, UT	437,966	4.20
8. ROCKWELL SPACE OPERATIONS INC Houston, TX	343,157	3.29
9. GENERAL ELECTRIC CO King of Prussia, PA	308,042	2.96
10. LOCKHEED ENGRG & SCIENCE CO Houston, TX	258,742	2.48
11. E G & G FLORIDA INC Kennedy Space Center, FL	227,406	2.18
12. COMPUTER SCIENCES CORP Greenbelt, MD	207,005	1.99
13. U S B I BOOSTER PRODUCTION CO Huntsville, AL	197,660	1.90
14. T R W INC Redondo Beach, CA	192,015	1.84
15. LORAL AEROSPACE CORP Houston, TX	185,968	1.79
16. BENDIX FIELD ENGINEERING CORP Greenbelt, MD	175,972	1.69

ONE HUNDRED CONTRACTORS (BUSINESS FIRMS) LISTED
 ACCORDING TO TOTAL AWARDS RECEIVED (CONT'D)
 FISCAL YEAR 1991
 (S=Small Business/D=Disadvantaged Business)

CONTRACTOR & PRINCIPAL PLACE OF CONTRACT PERFORMANCE		AWARDS (THOUSANDS)	PERCENT
17.	BOEING COMPUTER SUPPORT SERVICES Marshall Space Flight, AL	\$158,857	1.52
18.	UNITED TECHNOLOGIES CORP West Palm Beach, FL	133,380	1.28
19.	GRUMMAN AEROSPACE CORP Reston, VA	99,769	.96
20.	SVERDRUP TECHNOLOGY INC Middleburgh Heights, OH	97,403	.93
21.	JOHNSON CONTROLS WORLD SERVICES INC Stennis Space Center, MS	70,232	.67
22.	INTERNATIONAL BUSINESS MACHINES Houston, TX	67,951	.65
23.	TELEDYNE INDUSTRIES INC Marshall Space Flight, AL	65,343	.63
24.	BAMSI INC Marshall Space Flight, AL	51,801	.50
25.	CONTEL CORP Gaithersburg, MD	49,794	.48
26.	CRAY RESEARCH INC Chippewa Falls, WI	46,800	.45
27.	FAIRCHILD INDUSTRIES INC Germantown, MD	46,377	.45
28.	CAE LINK CORP Houston, TX	45,488	.44
29.	HARRIS SPACE SYSTEMS CORP Rockledge, FL	45,163	.43
30.	BIONETICS CORP Marshall Space Flight, AL	41,069	.39
31.	S T SYSTEMS CORP Greenbelt, MD	40,748	.39
32.	N S I TECHNOLOGY SERVICES CORP Greenbelt, MD	36,941	.35
33.	P R C INC Washington, DC	36,749	.35
34.	ORBITAL SCIENCES CORP (S) Denver, CO	36,406	.35
35.	RAYTHEON SERVICE CO Greenbelt, MD	34,856	.33
36.	STERLING FEDERAL SYSTEMS INC Moffett Field, CA	34,391	.33
37.	UNISYS CORP Greenbelt, MD	31,076	.30
38.	CORTEZ III SERVICE CORP Cleveland, OH	29,076	.28

ONE HUNDRED CONTRACTORS (BUSINESS FIRMS) LISTED
 ACCORDING TO TOTAL AWARDS RECEIVED (CONT'D)
 FISCAL YEAR 1991
 (S=Small Business/D=Disadvantaged Business)

CONTRACTOR & PRINCIPAL PLACE OF CONTRACT PERFORMANCE		AWARDS (THOUSANDS) PERCENT	
39.	AEROJET GENERAL CORP Azusa, CA	\$26,222	.25
40.	KRUG INTERNATIONAL CORP Houston, TX	25,305	.24
41.	AIR PRODUCTS & CHEMICALS INC Allentown, PA	25,183	.24
42.	GRUMMAN DATA SYSTEMS CORP Marshall Space Flight, AL	24,629	.24
43.	CALSPAN CORP Moffett Field, CA	23,563	.23
44.	BALL CORP Boulder, CO	21,950	.21
45.	ANALEX CORP Fairview Park, OH	21,570	.21
46.	GENERAL DYNAMICS CORP San Diego, CA	19,206	.18
47.	SILICON GRAPHICS INC (S) Mountain View, CA	19,182	.18
48.	OGDEN LOGISTICS SERVICES Greenbelt, MD	17,319	.17
49.	LOCKHEED CORP Burbank, CA	17,263	.17
50.	ENGINEERING & ECONOMICS RES (S) (D) Beltsville, MD	17,189	.16
51.	SCIENCE APPLICATION INTL CORP San Diego, CA	16,994	.16
52.	NORTHROP WORLDWIDE AIRCRAFT Houston, TX	16,840	.16
53.	STERLING ZERO ONE INC (S) Moffett Field, CA	16,752	.16
54.	KORTE CONSTRUCTION CO Marshall Space Flight, AL	15,339	.15
55.	PIONEER CONTRACT SERVICES INC (S) Houston, TX	14,724	.14
56.	C B I SERVICES INC Moffett Field, CA	14,409	.14
57.	MICRO CRAFT INC (S) Tullahoma, TN	14,252	.14
58.	HUGHES DANBURY OPTICAL SYS Danbury, CT	14,052	.13
59.	QUAD S CO (S) Moffett Field, CA	13,665	.13
60.	CLEVELAND ELECTRIC ILLUMINATING Cleveland, OH	13,472	.13

ONE HUNDRED CONTRACTORS (BUSINESS FIRMS) LISTED
 ACCORDING TO TOTAL AWARDS RECEIVED (CONT'D)
 FISCAL YEAR 1991
 (S=Small Business/D=Disadvantaged Business)

CONTRACTOR & PRINCIPAL PLACE OF CONTRACT PERFORMANCE		AWARDS (THOUSANDS) PERCENT	
61.	WYLE LABORATORIES Hampton, VA	\$13,346	.13
62.	DIGITAL EQUIPMENT CORP Kennedy Space Center, FL	13,226	.13
63.	SANTA BARBARA RESEARCH CENTER Goleta, CA	12,983	.12
64.	JOHNSON ENGINEERING CORP Houston, TX	(S) 12,918	.12
65.	JACKSON & TULL INC Greenbelt, MD	(S) (D) 12,868	.12
66.	VIRGINIA ELECTRIC & POWER CO Hampton, VA	12,830	.12
67.	SWALES & ASSOCIATES INC Greenbelt, MD	(S) 12,433	.12
68.	METRIC CONSTRUCTORS INC Kennedy Space Center, FL	12,200	.12
69.	MASON & HANGER SERVICES INC Hampton, VA	12,060	.12
70.	VITRO CORP Washington, DC	11,849	.11
71.	B D M INTERNATIONAL INC Columbia, MD	11,523	.11
72.	HERNANDEZ ENGINEERING INC Houston, TX	(S) (D) 11,453	.11
73.	COLEJON MECHANICAL CORP Cleveland, OH	(S) (D) 11,424	.11
74.	WARNER R E & ASSOCIATES Lorain, OH	(S) 11,193	.11
75.	PEPPER LAWSON CONSTRUCTION INC Houston, TX	10,900	.10
76.	ENGINEERING DESIGN GROUP INC Cleveland, OH	(S) 10,835	.10
77.	PERKIN ELMER CORP Pomona, CA	10,590	.10
78.	F D SERVICES INC Houston, TX	10,042	.10
79.	SCIENCE SYSTEMS APPLICATIONS Lanham, MD	(S) (D) 9,934	.10
80.	PACIFICORP CAPITAL INC Houston, TX	9,619	.09
81.	HUGHES AIRCRAFT CO El Segundo, CA	9,043	.09

ONE HUNDRED CONTRACTORS (BUSINESS FIRMS) LISTED
 ACCORDING TO TOTAL AWARDS RECEIVED (CONT'D)
 FISCAL YEAR 1991
 (S=Small Business/D=Disadvantaged Business)

CONTRACTOR & PRINCIPAL PLACE OF CONTRACT PERFORMANCE		AWARDS (THOUSANDS)	PERCENT
82.	COMPUTER SCIENCES PAN AM SERVICES Slidell, LA	\$8,911	.09
83.	R M S ASSOCIATES INC JV Linthicum, MD	8,735	.08
84.	BOOZ ALLEN & HAMILTON INC Bethesda, MD	8,679	.08
85.	STELLACOM INC (S) Houston, TX	8,266	.08
86.	KELSEY SEYBOLD CLINIC Houston, TX	8,261	.08
87.	BOEING AEROSPACE OPERATIONS INC Moffett Field, CA	8,179	.08
88.	HASKELL CO Kennedy Space Center, FL	8,157	.08
89.	CONVEX COMPUTER CORP Richardson, TX	8,064	.08
90.	ADVANCED COMPUTER SYSTEMS INC (S) (D) Greenbelt, MD	7,984	.08
91.	ALLIED SIGNAL INC Phoenix, AZ	7,977	.08
92.	SPACEHAB CORP (S) Washington, DC	7,959	.08
93.	OSTERLAND G R CO (S) Cleveland, OH	7,882	.08
94.	HAMM E L & ASSOCIATES INC (S) (D) Greenbelt, MD	7,690	.07
95.	GASSMAN CORP Greenbelt, MD	7,568	.07
96.	S Y R E JV Moffett Field, CA	7,442	.07
97.	NORTH BAY CONSTRUCTION INC (S) Cleveland, OH	7,320	.07
98.	ELECTRONIC DATA SYSTEMS CORP Bethesda, MD	7,184	.07
99.	H F S INC Kennedy Space Center, FL	7,110	.07
100.	IVEYS CONSTRUCTION INC Kennedy Space Center, FL	7,099	.07
	OTHER*	1,041,604	10.01

*Includes other awards over \$25,000 and smaller procurements of \$25,000 or less.

V. AWARDS TO EDUCATIONAL AND OTHER NONPROFIT INSTITUTIONS*

A. Distribution by Type of Institution and Award

During Fiscal Year 1991, \$836.0 million was awarded to educational and other nonprofit institutions. Of this amount, \$592.0 million was awarded to educational institutions and \$244.0 million to other nonprofit organizations. A breakout of these awards between contracts, grants and agreements is shown below:

Type of Award	Total (Millions)	Educational Institutions (Millions)	Nonprofit Organizations (Millions)
<u>Total</u>	<u>\$836.0</u>	<u>\$592.0*</u>	<u>\$244.0</u>
Contracts	372.7	185.6	187.1
Grants	384.5	349.4	35.1
Agreements	78.8	57.0	21.8

*Excludes JPL.

B. One Hundred Principal Educational & Nonprofit Institutions*

The one hundred educational and nonprofit institutions that received the largest dollar value of NASA awards during Fiscal Year 1991 are shown on Pages 28-32.

The awards to these institutions accounted for 89 percent of the total awards to educational and nonprofit institutions during the period. Eighty of the top 100 were educational institutions; 20 were nonprofit organizations.

*Excludes JPL.

ONE HUNDRED EDUCATIONAL AND NONPROFIT INSTITUTIONS
LISTED ACCORDING TO TOTAL AWARDS RECEIVED*
FISCAL YEAR 1991
(N=Nonprofit Institution)

INSTITUTION & PRINCIPAL PLACE OF PERFORMANCE		AWARDS	
		(THOUSANDS)	PERCENT
<u>TOTAL AWARDS TO EDUCATIONAL & NONPROFIT INSTITUTIONS</u>		<u>\$835,970</u>	<u>100.00</u>
1.	STANFORD UNIV Stanford, CA	55,016	6.59
2.	ASSN UNIV RESEARCH & ASTRON Baltimore, MD	(N) 47,355	5.67
3.	SMITHSONIAN INSTITUTION Cambridge, MA	(N) 31,395	3.76
4.	UNIVERSITIES SPACE RESEARCH Greenbelt, MD	(N) 28,261	3.38
5.	MASS INSTITUTE TECHNOLOGY Cambridge, MA	25,535	3.06
6.	MITRE CORP Houston, TX	(N) 23,453	2.81
7.	UNIV MARYLAND COLLEGE PARK College Park, MD	22,333	2.67
8.	NEW MEXICO STATE UNIV LAS CRU Palestine, TX	21,177	2.54
9.	UNIV CALIF BERKELEY Berkeley, CA	20,306	2.43
10.	UNIV ALABAMA HUNTSVILLE Huntsville, AL	17,371	2.08
11.	UNIV COLORADO BOULDER Boulder, CO	16,520	1.98
12.	CHARLES STARK DRAPER LAB INC Cambridge, MA	(N) 15,973	1.91
13.	UNIV CALIF SAN DIEGO La Jolla, CA	15,950	1.91
14.	UNIV ARIZONA Tucson, AZ	15,300	1.83
15.	NATIONAL ACADEMY SCIENCES Washington, DC	(N) 13,423	1.61
16.	UNIV MICHIGAN ANN ARBOR Ann Arbor, MI	12,573	1.51
17.	UNIV WISCONSIN MADISON Madison, WI	11,987	1.44
18.	CALIF INSTITUTE TECHNOLOGY Pasadena, CA	11,701	1.40
19.	SOUTHWEST RESEARCH INSTITUTE San Antonio, TX	(N) 11,096	1.33
20.	U T CALSPAN CENTER AEROSPACE RES Tullahoma, TN	(N) 10,745	1.29
21.	PENNSYLVANIA STATE UNIV UP University Park, PA	10,646	1.27

ONE HUNDRED EDUCATIONAL AND NONPROFIT INSTITUTIONS
LISTED ACCORDING TO TOTAL AWARDS RECEIVED* (CONT'D)
FISCAL YEAR 1991
(N=Nonprofit Institution)

INSTITUTION & PRINCIPAL PLACE OF PERFORMANCE		AWARDS (THOUSANDS)	PERCENT
22.	SAGINAW VALLEY STATE UNIV University Center, MI	\$10,100	1.21
23.	UNIV IOWA Iowa City, IA	8,624	1.03
24.	UNIV NEW HAMPSHIRE Durham, NH	8,354	1.00
25.	UNIV CALIF LOS ANGELES Los Angeles, CA	7,801	.93
26.	UNIV WASHINGTON Seattle, WA	7,680	.92
27.	CASE WESTERN RESERVE UNIV Cleveland, OH	7,627	.91
28.	HARVARD UNIV Cambridge, MA	7,451	.89
29.	UNIV HAWAII Honolulu, HI	7,113	.85
30.	UNIV TEXAS AUSTIN Austin, TX	7,031	.84
31.	S E T I INSTITUTE Moffett Field, CA	(N) 6,833	.82
32.	UNIV HOUSTON Houston, TX	6,755	.81
33.	UNIV ALASKA FAIRBANKS Fairbanks, AK	6,725	.81
34.	UNIV HOUSTON CLEAR LAKE Houston, TX	6,723	.80
35.	COLUMBIA UNIV New York, NY	6,480	.78
36.	CORNELL UNIV Ithaca, NY	5,995	.72
37.	JOHNS HOPKINS UNIV Baltimore, MD	5,958	.71
38.	UNIV CHICAGO Chicago, IL	5,939	.71
39.	OHIO STATE UNIV Columbus, OH	5,593	.67
40.	UNIV ALABAMA BIRMINGHAM Birmingham, AL	5,369	.64
41.	BATTELLE MEMORIAL INSTITUTE Columbus, OH	(N) 5,284	.63
42.	TEXAS A & M UNIV El Paso, TX	5,235	.63

ONE HUNDRED EDUCATIONAL AND NONPROFIT INSTITUTIONS
LISTED ACCORDING TO TOTAL AWARDS RECEIVED* (CONT'D)
FISCAL YEAR 1991
(N=Nonprofit Institution)

INSTITUTION & PRINCIPAL PLACE OF PERFORMANCE		AWARDS (THOUSANDS)	PERCENT
43.	GEORGIA INSTITUTE TECHNOLOGY Atlanta, GA	\$5,170	.62
44.	OKLAHOMA STATE UNIV Stillwater, OH	5,024	.60
45.	UNIV VIRGINIA Charlottesville, VA	4,969	.59
46.	SAN JOSE STATE UNIV Moffett Field, CA	4,851	.58
47.	VIRGINIA POLYTECHNIC INSTITUTE Blacksburg, VA	4,822	.58
48.	OLD DOMINION UNIV Norfolk, VA	4,297	.51
49.	PRINCETON UNIV Princeton, NJ	4,132	.49
50.	UNIV CALIF SANTA BARBARA Santa Barbara, CA	3,908	.47
51.	AMERICAN INSTIT AERO & ASTRO (N) New York, NY	3,779	.45
52.	NORTH CAROLINA STATE UNIV Raleigh, NC	3,669	.44
53.	GEORGE WASHINGTON UNIV Washington, DC	3,634	.44
54.	UNIV MINNESOTA MINNPL ST PAUL Minneapolis, MN	3,581	.43
55.	ELORET INSTITUTE (N) Moffett Field, CA	3,416	.41
56.	WASHINGTON UNIV ST LOUIS St. Louis, MO	3,408	.41
57.	UNIV SOUTHERN CALIF Los Angeles, CA	3,257	.39
58.	AUBURN UNIV AUBURN Auburn, AL	3,254	.39
59.	PURDUE UNIV West Lafayette, IN	3,250	.39
60.	CARNEGIE MELLON UNIV Pittsburgh, PA	3,194	.38
61.	RENSSELAER POLY INST N Y Troy, NY	3,155	.38
62.	HAMPTON CITY (N) Hampton, VA	3,154	.38
63.	CLEVELAND STATE UNIV Cleveland, OH	3,139	.38

ONE HUNDRED EDUCATIONAL AND NONPROFIT INSTITUTIONS
LISTED ACCORDING TO TOTAL AWARDS RECEIVED* (CONT'D)
FISCAL YEAR 1991
(N=Nonprofit Institution)

INSTITUTION & PRINCIPAL PLACE OF PERFORMANCE		AWARDS	
		(THOUSANDS)	PERCENT
64.	WHEELING JESUIT COLLEGE Wheeling, WV	\$3,119	.37
65.	S R I INTERNATIONAL CORP Menlo Park, CA	(N) 3,102	.37
66.	UNIV ILLINOIS URBANA Urbana, IL	3,018	.36
67.	RESEARCH TRIANGLE INSTITUTE Hampton, VA	(N) 2,957	.35
68.	VANDERBILT UNIV Nashville, TN	2,911	.35
69.	OHIO AEROSPACE INSTITUTE Brook Park, OH	(N) 2,774	.33
70.	OREGON STATE UNIV Corvallis, OR	2,769	.33
71.	UNIV FLORIDA Gainesville, FL	2,689	.32
72.	UNIV CORP ATMOSPHERIC RESEARCH Boulder, CO	(N) 2,664	.32
73.	ARIZONA STATE UNIV Tempe, AZ	2,608	.31
74.	NORTH CAROLINA A & T STATE UNIV Greensboro, NC	2,498	.30
75.	UNIV TEXAS DALLAS Dallas, TX	2,471	.30
76.	UNIV MASS AMHERST Amherst, MA	2,201	.26
77.	UNIV MIAMI Miami, FL	2,198	.26
78.	MCAT INSTITUTE Moffett Field, CA	(N) 2,158	.26
79.	HAMPTON UNIV Hampton, VA	2,146	.26
80.	COLORADO STATE UNIV Fort Collins, CO	2,075	.25
81.	UNIV CALIF DAVIS Davis, CA	2,023	.24
82.	RICE UNIV Houston, TX	2,021	.24
83.	FLORIDA STATE UNIV Tallahassee, FL	1,862	.22
84.	ENVIRONMENTAL RES INSTIT MICH Ann Arbor, MI	(N) 1,812	.22

ONE HUNDRED EDUCATIONAL AND NONPROFIT INSTITUTIONS
LISTED ACCORDING TO TOTAL AWARDS RECEIVED* (CONT'D)
FISCAL YEAR 1991
(N=Nonprofit Institution)

INSTITUTION & PRINCIPAL PLACE OF PERFORMANCE		AWARDS	
		(THOUSANDS)	PERCENT
85.	AEROSPACE CORP El Segundo, CA	(N) \$1,754	.21
86.	HOWARD UNIV Washington, DC	1,746	.21
87.	NORTHWESTERN UNIV EVANSTON Evanston, IL	1,715	.21
88.	UNIV IDAHO Moscow, ID	1,704	.20
89.	UNIV CINCINNATI Cincinnati, OH	1,691	.20
90.	CLARKSON UNIV Potsdam, NY	1,667	.20
91.	MOREHOUSE COLLEGE Atlanta, GA	1,654	.20
92.	UNIV CALIF IRVINE Irvine, CA	1,578	.19
93.	BOSTON UNIV Boston, MA	1,570	.19
94.	UNIV CENTRAL FLORIDA Orlando, FL	1,530	.18
95.	UNIV PITTSBURGH Pittsburgh, PA	1,513	.18
96.	UNIV ROCHESTER Rochester, NY	1,504	.18
97.	UNIV NEW MEXICO Albuquerque, NM	1,500	.18
98.	UNIV TOLEDO Toledo, OH	1,457	.17
99.	YALE UNIV Moffett Field, CA	1,456	.17
100.	STATE UNIV NEW YORK STONY BROOK Stony Brook, NY	1,455	.17
OTHER**		94,551	11.31

*Excludes JPL.

**Includes other awards over \$25,000 and smaller procurements of \$25,000 or less.

VI. CONTRACT FOR OPERATION OF JET PROPULSION LABORATORY

The Jet Propulsion Laboratory (JPL) is a Government-owned research and development facility, operated for NASA by the California Institute of Technology. The Laboratory carries out research programs and flight projects and conceives and executes advanced development and experimental engineering investigations to further the technology required for the Nation's space program. The primary emphasis of the Laboratory's effort is on the carrying out of unmanned lunar, planetary and deep-space scientific missions.

Net awards during Fiscal Year 1991 totalled \$1,139.6 million. Of this amount, JPL awarded \$604.0 million as subcontracts or purchases with business firms.

VII. AWARDS THROUGH OTHER GOVERNMENT AGENCIES

During Fiscal Year 1991, \$693.4 million was awarded through other Government agencies. The following table shows the distribution of these awards by agency.

AWARDS THROUGH OTHER GOVERNMENT AGENCIES FISCAL YEAR 1991

<u>AGENCY</u>	<u>MILLIONS</u>	<u>% OF TOTAL</u>
<u>TOTAL</u>	<u>\$693.4</u>	<u>100.0</u>
<u>OVER \$25,000</u>	<u>563.1</u>	<u>81.2</u>
AIR FORCE	219.4	31.7
TREASURY DEPARTMENT	146.7	21.2
ENERGY DEPARTMENT	61.4	8.9
NAVY	42.9	6.2
ARMY	26.6	3.8
NATIONAL SCIENCE FOUNDATION	16.1	2.3
COMMERCE DEPARTMENT	14.2	2.0
INTERIOR DEPARTMENT	10.6	1.5
OTHER GOV'T AGENCIES	25.2	3.6
<u>\$25,000 AND UNDER</u>	<u>130.3</u>	<u>18.8</u>

VIII. U. S. GEOGRAPHICAL DISTRIBUTION OF AWARDS

In Fiscal Year 1991, 50 states and the District of Columbia participated in NASA's direct awards over \$25,000. These larger awards were distributed among 11,333 contracts and went to 2,810 different organizations in 1,011 different cities. Of the 2,810 organizations, 2,319 are business firms located in 864 cities in 46 states and the District of Columbia; 491 are educational and nonprofit institutions located in 320 cities in 50 states and the District of Columbia (See Page 35). The distribution of awards are also shown by region (See Page 36).

The categorization of NASA procurements by state is based on the location where the items are to be produced or supplied from stock; where the services will be performed; or with respect to construction contracts, the construction site.

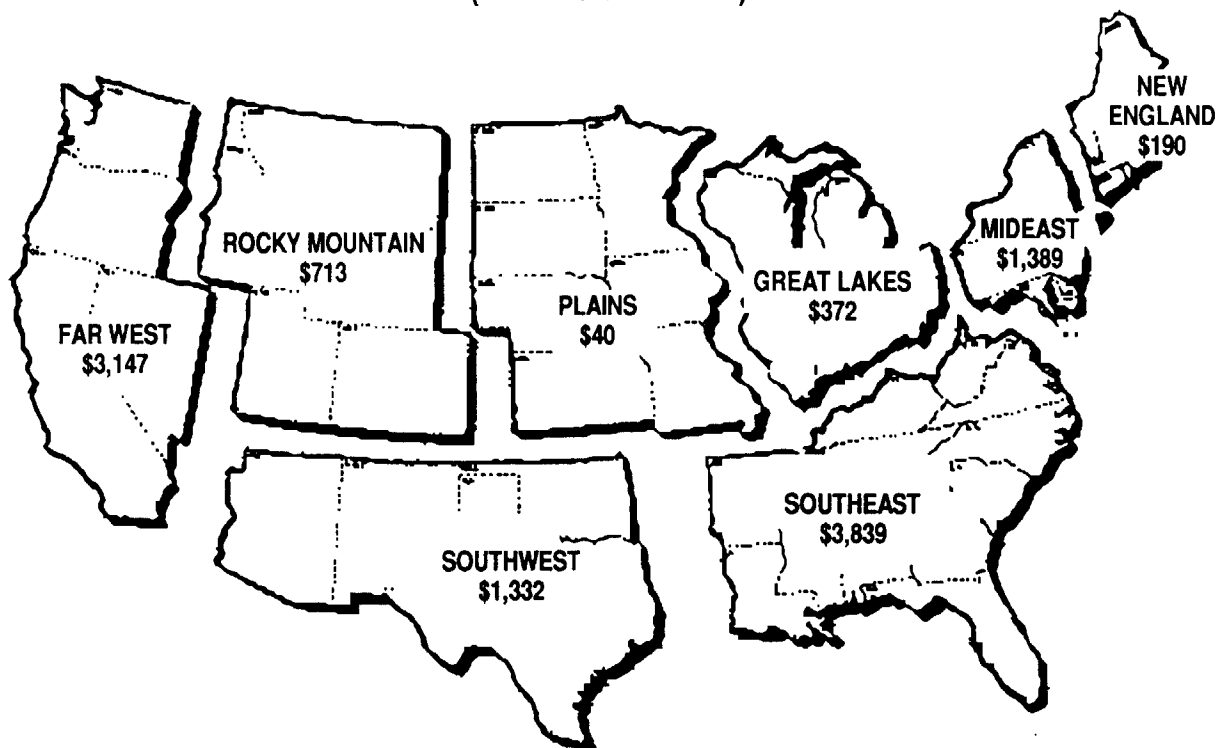
U.S. GEOGRAPHICAL DISTRIBUTION
OF NASA PRIME CONTRACT AWARDS
FISCAL YEAR 1991

STATE	TOTAL (THOUSANDS)	BUSINESS (THOUSANDS)	EDUCATIONAL & NONPROFIT (THOUSANDS)
TOTAL	\$11,035,988	\$10,204,229	\$831,759
ALABAMA	1,132,872	1,108,351	24,521
ALASKA	6,725	--	6,725
ARIZONA	32,393	13,829	18,564
ARKANSAS	343	15	328
CALIFORNIA	3,100,916	2,933,315	167,601
COLORADO	265,907	243,986	21,921
CONNECTICUT	60,323	57,740	2,583
DELAWARE	3,128	1,057	2,071
DIST COLUMBIA	95,436	68,367	27,069
FLORIDA	1,487,017	1,475,556	11,461
GEORGIA	17,756	8,756	9,000
HAWAII	7,434	260	7,174
IDAHO	1,733	40	1,693
ILLINOIS	17,417	5,963	11,454
INDIANA	18,399	12,998	5,401
IOWA	10,303	366	9,937
KANSAS	3,754	1,553	2,201
KENTUCKY	2,926	2,085	841
LOUISIANA	394,068	391,977	2,091
MAINE	951	119	832
MARYLAND	895,979	804,012	91,967
MASSACHUSETTS	112,796	27,526	85,270
MICHIGAN	30,904	5,293	25,611
MINNESOTA	6,983	3,302	3,681
MISSISSIPPI	318,588	315,161	3,427
MISSOURI	16,620	12,486	4,134
MONTANA	663	--	663
NEBRASKA	836	116	720
NEVADA	1,186	653	533
NEW HAMPSHIRE	12,594	3,161	9,433
NEW JERSEY	144,548	138,453	6,095
NEW MEXICO	57,120	50,156	6,964
NEW YORK	61,196	33,269	27,927
NORTH CAROLINA	10,663	2,012	8,651
NORTH DAKOTA	181	--	181
OHIO	256,745	226,374	30,371
OKLAHOMA	5,934	193	5,741
OREGON	5,986	2,684	3,302
PENNSYLVANIA	188,386	171,745	16,641
RHODE ISLAND	2,893	527	2,366
SOUTH CAROLINA	1,790	369	1,421
SOUTH DAKOTA	694	92	602
TENNESSEE	36,728	20,128	16,600
TEXAS	1,236,002	1,151,901	84,101
UTAH	444,878	442,744	2,134
VERMONT	793	679	114
VIRGINIA	432,317	398,081	34,236
WASHINGTON	39,219	31,240	7,979
WEST VIRGINIA	4,213	189	4,024
WISCONSIN	48,566	35,350	13,216
WYOMING	186	--	186

Note: Excludes smaller procurements, generally those of \$25,000 or less; also excludes awards placed through other Government agencies, awards outside the U.S., and actions on the JPL contracts.

**U.S. GEOGRAPHICAL DISTRIBUTION OF NASA PRIME CONTRACT AWARDS
FISCAL YEAR 1991**

(Millions of Dollars)



Excludes smaller procurements, generally those of \$25,000 or less; also excludes awards placed through other Government agencies, awards outside the U.S., and awards on the JPL contracts.

IX. AWARDS PLACED OUTSIDE THE UNITED STATES

During Fiscal Year 1991, NASA placed \$73.1 million in awards that are being performed outside the United States.

As indicated in the following tabulation, \$72.8 thousand represented direct NASA awards; \$235 thousand constituted awards placed through other Government agencies. The awards are being performed in fourteen countries and one U.S. territory.

<u>PLACE OF PERFORMANCE</u>	<u>(THOUSANDS)</u>
<u>TOTAL</u>	<u>\$73,082*</u>
<u>DIRECT NASA AWARDS</u>	<u>\$72,847</u>
AUSTRALIA	12,458
BERMUDA	682
CANADA	23,827
CHILE	1,128
FRANCE	631
GERMANY	2,263
ISRAEL	102
ITALY	44
JAPAN	8,453
NETHERLANDS	243
PUERTO RICO	509
SINGAPORE	29
SPAIN	20,183
SWITZERLAND	280
UNITED KINGDOM	2,015
 <u>PLACED THROUGH</u>	
<u>OTHER GOVERNMENT AGENCIES</u>	<u>\$235</u>
PUERTO RICO	235

*Excludes smaller procurements, generally those of \$25,000 or less.

X. PROCUREMENT ACTIVITY BY INSTALLATION

Most of NASA's purchases and contracts are made by the procurement offices of its field installations. During Fiscal Year 1991, these offices accounted for 93 percent of the total procurement dollars.

<u>INSTALLATION</u>	<u>AWARDS (MILLIONS)</u>	<u>PERCENT</u>
<u>TOTAL</u>	<u>\$13,159.0</u>	<u>100.0</u>
MARSHALL SPC FLT CENTER	3,124.8	23.7
JOHNSON SPACE CENTER	2,641.9	20.1
GODDARD SPC FLT CENTER	2,003.8	15.2
KENNEDY SPACE CENTER	1,409.7	10.7
NASA RESIDENT OFFICE/JPL	1,173.8	8.9
HEADQUARTERS	954.8	7.3
LEWIS RESEARCH CENTER	812.4	6.2
AMES RESEARCH CENTER	520.2	3.9
LANGLEY RESEARCH CENTER	404.6	3.1
STENNIS SPACE CENTER	113.0	.9

GLOSSARY

The data contained in this publication were compiled on the basis of the definitions given below:

1. Sealed Bids - Procurement actions resulting from acceptance of bids made by contractors in response to invitations for bid.
2. Award - See procurement action.
3. Coverage
 - a. Summary data are provided in terms of obligations on all procurement actions (see item 8). The obligation data are obtained from the agency's fiscal records.
 - b. Detailed data - Information on procurements includes all contracts, grants, agreements and all other procurements over \$25,000. Wherever exclusions apply, a generalized footnote is provided, e.g.; "excludes smaller procurements, generally those of \$25,000 or less".
4. Intragovernmental - Procurement actions placed through other Government agencies; except orders placed under Federal Supply Schedule contracts and awards to small disadvantaged business through the Small Business Administration under Section 8(a) of the Small Business Act.
5. Modification - Any written alteration in the specifications, delivery point, contract period, price, quantity, or other contract requirement of an existing contract, whether accomplished by unilateral action in accordance with a contract clause or by mutual agreement of the parties to the contract. It includes (a) bilateral actions, such as supplemental agreements, and (b) unilateral actions, such as change orders, notices of termination, and notices of the exercise of an option.
6. Competitive - Procurements where offers are solicited from more than one responsible offeror capable of satisfying the Government's requirements wholly or partially, and the award or awards were made on the basis of price, design or technical competition.

7. Other Than Competitive - Procurements where an offer was solicited and received from only one responsible offeror capable of satisfying the Government's requirements wholly or partially. (Includes contracts resulting from unsolicited proposals.)
8. Procurement Action (Award) - Any contractual action to obtain supplies, services or construction which increase or decrease funds, including:
 - a. Letter contracts or other preliminary notices of negotiated awards.
 - b. Definitive contracts, including purchase orders.
 - c. Orders under GSA Federal Supply Schedule contracts, basic ordering agreements, and against indefinite delivery type contracts.
 - d. Intragovernmental orders.
 - e. Grants.
 - f. Cooperative and Space Act Agreements.
 - g. Supplemental agreements, change orders, administrative changes and terminations to existing procurements.
9. Small Business - For purposes of Government procurement, is a profit making concern, including its affiliates, which is independently owned and operated, is not dominant in its field and further qualifies under the size standards criteria of the Small Business Administration (SBA). These criteria are published under Title 13 of the Code of Federal Regulations, Section 121.3-8, and in the Federal Acquisition Regulation, Part 19, Subpart 19.1. For service industries, the size standard generally is based on average annual receipts over a three-year period, depending on the service to be procured. Generally, in the case of agricultural or manufactured products, the size standards are determined on the basis of number of employees. The applicable size standard is prescribed in each NASA solicitation.

APPENDIXES

DISTRIBUTION OF DIRECT NASA PROCUREMENTS

FISCAL YEARS 1961 - 1970

TYPE	FY 1961	FY 1962	FY 1963	FY 1964	FY 1965	FY 1966	FY 1967	FY 1968	FY 1969	FY 1970
	Net Value of Awards (Millions)									
<u>Total</u>	<u>\$755.5</u>	<u>\$1,550.6</u>	<u>\$3,230.5</u>	<u>\$4,593.9</u>	<u>\$5,187.4</u>	<u>\$5,031.6</u>	<u>\$4,650.9</u>	<u>\$4,132.7</u>	<u>\$3,652.0</u>	<u>\$3,405.6</u>
Business Firms	423.3	1,030.1	2,261.7	3,521.1	4,141.4	4,087.7	3,864.1	3,446.7	3,022.3	2,759.2
Educational	24.5	50.2	86.9	112.9	139.5	150.0	132.9	131.5	131.3	134.3
Nonprofit			15.3	29.1	25.3	27.7	39.6	33.6	32.3	33.0
JPL	86.0	148.5	230.2	226.2	247.2	230.3	222.2	207.2	156.3	179.8
Government	221.7	321.8	628.5	692.6	622.8	512.5	366.9	287.0	279.0	265.8
Outside U.S.	*	*	7.9	12.0	11.2	23.4	25.2	26.7	30.8	33.5
	Percent of Total									
<u>Total</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>
Business Firms	56	66	70	77	79	81	83	83	83	81
Educational	3	3	3	2	3	3	3	3	4	4
Nonprofit			**	1	1	1	1	1	1	1
JPL	12	10	7	5	5	5	5	5	4	5
Government	29	21	20	15	12	10	8	7	7	8
Outside U.S.	*	*	**	**	**	**	**	1	1	1

*Included in Government.

**Less than 0.5 percent.

APPENDIX I

DISTRIBUTION OF DIRECT NASA PROCUREMENTS (Cont'd)

FISCAL YEARS 1971 - 1979

TYPE	FY 1971	FY 1972	FY 1973	FY 1974	FY 1975	FY 1976	FY 197T	FY 1977	FY 1978	FY 1979
			Net Value of Awards (Millions)							
Total	\$2,858.2	\$2,737.8	\$2,673.4	\$2,713.6	\$2,866.4	\$3,204.6	\$829.8	\$3,532.3	\$3,659.6	\$4,211.8
Business Firms	2,279.5	2,143.3	2,063.8	2,118.6	2,255.0	2,536.1	663.2	2,838.1	2,953.8	3,416.4
Educational	133.9	118.8	111.7	97.8	111.4	123.0	27.7	125.5	137.2	147.2
Nonprofit	29.3	28.0	26.4	39.3	33.0	32.0	7.6	32.0	42.8	50.8
JPL	173.3	210.8	202.3	215.2	234.5	263.7	63.6	289.0	283.8	338.6
Government	212.5	207.8	235.2	208.6	198.3	222.4	63.9	223.2	216.0	221.4
Outside U.S.	29.7	29.1	34.0	34.1	34.2	27.4	3.8	24.5	26.0	37.4
			Percent of Total							
Total	100	100	100	100	100	100	100	100	100	100
Business Firms	80	78	77	78	79	79	80	80	81	81
Educational	5	4	4	4	4	4	3	4	4	4
Nonprofit	1	1	1	1	1	1	1	1	1	1
JPL	6	8	8	8	8	8	8	8	8	8
Government	7	8	9	8	7	7	8	6	5	5
Outside U.S.	1	1	1	1	1	1	*	1	1	1

*Less than 0.5 percent.

APPENDIX I

DISTRIBUTION OF DIRECT NASA PROCUREMENTS (Cont'd)

FISCAL YEARS 1980 - 1989

TYPE	FY 1980	FY 1981	FY 1982	FY 1983	FY 1984	FY 1985	FY 1986	FY 1987	FY 1988	FY 1989
Net Value of Awards (Millions)										
Total	<u>\$4,842.6</u>	<u>\$5,408.3</u>	<u>\$5,883.7</u>	<u>\$6,796.8</u>	<u>\$7,354.1</u>	<u>\$8,298.0</u>	<u>\$8,179.7</u>	<u>\$8,609.8</u>	<u>\$9,545.1</u>	<u>\$10,876.4</u>
Business Firms	3,868.3	4,272.8	4,805.6	5,586.0	5,967.4	6,652.9	6,356.0	6,540.5	7,274.9	8,567.6
Educational	177.0	192.5	187.0	211.3	222.6	256.9	276.6	315.4	370.3	464.2
Nonprofit	82.2	155.1	108.8	102.5	98.6	103.1	119.0	119.1	129.5	180.0
JPL	397.2	410.8	426.3	454.9	533.1	724.6	891.3	1,005.6	979.9	1,058.1
Government	271.8	321.9	308.1	394.2	494.3	525.1	489.7	594.9	734.6	543.2
Outside U.S.	46.1	55.2	47.9	47.9	38.1	35.4	47.1	34.3	55.9	63.3
Percent of Total										
Total	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>
Business Firms	80	79	82	82	81	80	78	76	76	79
Educational	3	3	3	3	3	3	3	4	4	4
Nonprofit	2	3	2	1	1	1	1	1	1	2
JPL	8	8	7	7	7	9	11	12	10	10
Government	6	6	5	6	7	6	6	7	8	5
Outside U.S.	1	1	1	1	1	1	1	*	1	*

APPENDIX I

COMPETITION IN NASA AWARDS TO BUSINESS FIRMS

FISCAL YEARS 1961 - 1970

TYPE OF ACTION	FY 1961	FY 1962	FY 1963	FY 1964	FY 1965	FY 1966	FY 1967	FY 1968	FY 1969	FY 1970
Net Value of Awards (Millions)										
<u>Total Business</u>	<u>\$423.3</u>	<u>\$1,030.1</u>	<u>\$2,261.7</u>	<u>\$3,521.1</u>	<u>\$4,141.4</u>	<u>\$4,087.7</u>	<u>\$3,864.1</u>	<u>\$3,446.7</u>	<u>\$3,022.3</u>	<u>\$2,759.2</u>
New Awards*	**	322.6	758.6	685.4	629.2	536.4	694.7	483.7	496.5	619.7
Modifications	**	707.5	1,503.1	2,835.7	3,512.2	3,551.3	3,169.4	2,963.0	2,525.8	2,139.5
<u>Competitive</u>	<u>276.8</u>	<u>565.8</u>	<u>1,302.0</u>	<u>2,119.5</u>	<u>2,630.1</u>	<u>2,692.5</u>	<u>2,698.4</u>	<u>2,185.1</u>	<u>1,632.7</u>	<u>1,628.7</u>
New Awards*	**	167.1	427.1	375.9	334.5	304.2	325.2	271.9	186.7	277.5
Modifications	**	398.7	874.9	1,743.6	2,295.6	2,388.3	2,373.2	1,913.2	1,446.0	1,351.2
<u>Noncompetitive</u>	<u>146.5</u>	<u>464.3</u>	<u>959.7</u>	<u>1,401.6</u>	<u>1,511.3</u>	<u>1,395.2</u>	<u>1,165.7</u>	<u>1,261.6</u>	<u>1,389.6</u>	<u>1,130.5</u>
New Awards*	**	155.5	331.5	309.5	294.7	232.2	369.5	211.8	309.8	342.2
Modifications	**	308.8	628.2	1,092.1	1,216.6	1,163.0	796.2	1,049.8	1,079.8	788.3
Percent of Total										
<u>Total Business</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>
New Awards*	**	31	34	20	15	13	18	14	16	22
Modifications	**	69	66	80	85	87	82	86	84	78
<u>Competitive</u>	<u>65</u>	<u>55</u>	<u>58</u>	<u>60</u>	<u>63</u>	<u>66</u>	<u>70</u>	<u>63</u>	<u>54</u>	<u>59</u>
New Awards*	**	16	19	11	8	7	8	8	6	10
Modifications	**	39	39	49	55	59	62	55	48	49
<u>Noncompetitive</u>	<u>35</u>	<u>45</u>	<u>42</u>	<u>40</u>	<u>37</u>	<u>34</u>	<u>30</u>	<u>37</u>	<u>46</u>	<u>41</u>
New Awards*	**	15	15	9	7	6	10	6	10	12
Modifications	**	30	27	31	30	28	20	31	36	29
*Data on new contracts are restricted to contracts of \$10,000 and over.										
**Data not compiled.										

APPENDIX II

DISTRIBUTION OF DIRECT NASA PROCUREMENTS (Cont'd)

FISCAL YEARS 1990 - 1991

TYPE	FY 1990	FY 1991							
			Net Value of Awards (Millions)						
Total	\$12,565.2	\$13,159.0							
Business Firms	10,071.5	10,417.3							
Educational	513.6	592.0							
Nonprofit	200.6	244.0							
JPL	1,106.8	1,139.6							
Government	610.4	693.4							
Outside U.S.	62.3	72.7							
			Percent of Total						
Total	100	100							
Business Firms	80	79							
Educational	4	4							
Nonprofit	2	2							
JPL	9	9							
Government	5	5							
Outside U.S.	*	1							

*Less than 0.5 percent.

APPENDIX I

COMPETITION IN NASA AWARDS TO BUSINESS FIRMS (Cont'd)

FISCAL YEARS 1971 - 1979

TYPE OF ACTION	FY 1971	FY 1972	FY 1973	FY 1974	FY 1975	FY 1976	FY 197T	FY 1977	FY 1978	FY 1979
				Net Value of Awards (Millions)						
<u>Total Business</u>	<u>\$2,279.5</u>	<u>\$2,143.3</u>	<u>\$2,063.8</u>	<u>\$2,118.6</u>	<u>\$2,255.0</u>	<u>\$2,536.1</u>	<u>\$663.2</u>	<u>\$2,838.1</u>	<u>\$2,953.8</u>	<u>\$3,416.4</u>
New Awards*	563.0	462.5	489.5	552.4	452.0	486.3	76.4	552.5	633.1	516.6
Modifications	1,716.5	1,680.8	1,574.3	1,566.2	1,803.0	2,049.8	586.8	2,285.6	2,320.7	2,899.8
<u>Competitive</u>	<u>1,331.8</u>	<u>1,311.8</u>	<u>1,275.6</u>	<u>1,394.9</u>	<u>1,554.6</u>	<u>1,879.5</u>	<u>490.9</u>	<u>2,060.4</u>	<u>2,111.5</u>	<u>2,541.1</u>
New Awards*	306.6	257.0	308.1	279.5	223.9	291.3	46.8	301.7	362.1	304.0
Modifications	1,025.2	1,054.8	967.5	1,115.4	1,330.7	1,588.2	444.1	1,758.7	1,749.4	2,237.1
<u>Noncompetitive</u>	<u>947.7</u>	<u>831.5</u>	<u>788.2</u>	<u>723.7</u>	<u>700.4</u>	<u>656.6</u>	<u>172.3</u>	<u>777.7</u>	<u>842.3</u>	<u>875.3</u>
New Awards*	256.4	205.5	181.4	272.9	228.1	195.0	29.6	250.8	271.0	212.6
Modifications	691.3	626.0	606.8	450.8	472.3	461.6	142.7	526.9	571.3	662.7
				Percent of Total						
<u>Total Business</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>
New Awards*	24	22	24	26	20	19	11	20	22	15
Modifications	76	78	76	74	80	81	89	80	78	85
<u>Competitive</u>	<u>58</u>	<u>61</u>	<u>62</u>	<u>66</u>	<u>69</u>	<u>74</u>	<u>74</u>	<u>73</u>	<u>72</u>	<u>74</u>
New Awards*	13	12	15	13	10	11	7	11	13	9
Modifications	45	49	47	53	59	63	67	62	59	65
<u>Noncompetitive</u>	<u>42</u>	<u>39</u>	<u>38</u>	<u>34</u>	<u>31</u>	<u>26</u>	<u>26</u>	<u>27</u>	<u>28</u>	<u>26</u>
New Awards*	11	10	9	13	10	8	4	9	9	6
Modifications	31	29	29	21	21	18	22	18	19	20
*Data on new contracts are restricted to contracts of \$10,000 and over.										

APPENDIX II

COMPETITION IN NASA AWARDS TO BUSINESS FIRMS (Cont'd)

FISCAL YEARS 1980 - 1985**

TYPE OF ACTION	FY 1980	FY 1981	FY 1982	FY 1983	FY 1984	FY 1985				
Net Value of Awards (Millions)										
<u>Total Business**</u>	<u>\$3,820.4</u>	<u>\$4,208.2</u>	<u>\$4,724.5</u>	<u>\$5,501.2</u>	<u>\$5,859.3</u>	<u>\$6,525.9</u>				
New Awards*	634.3	479.3	717.6	761.0	716.6	775.9				
Modifications	3,186.1	3,728.9	4,006.9	4,740.2	5,142.7	5,750.0				
<u>Competitive</u>	<u>2,858.1</u>	<u>3,127.7</u>	<u>3,436.5</u>	<u>3,845.3</u>	<u>4,286.6</u>	<u>\$5,030.2</u>				
New Awards*	382.5	257.8	351.9	446.2	426.0	533.5				
Modifications	2,475.6	2,869.9	3,084.6	3,399.1	3,860.6	4,496.7				
<u>Other Than</u>										
<u>Competitive</u>	<u>962.3</u>	<u>1,080.5</u>	<u>1,288.0</u>	<u>1,655.9</u>	<u>1,572.7</u>	<u>\$1,495.7</u>				
New Awards*	251.8	221.5	365.7	314.8	290.6	242.4				
Modifications	710.5	859.0	922.3	1,341.1	1,282.1	1,253.3				
Percent of Total										
<u>Total Business</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>				
New Awards*	17	11	15	14	12	12				
Modifications	83	89	85	86	88	88				
<u>Competitive</u>	<u>75</u>	<u>74</u>	<u>72</u>	<u>70</u>	<u>73</u>	<u>77</u>				
New Awards*	10	6	7	8	7	8				
Modifications	65	68	65	62	66	69				
<u>Other Than</u>										
<u>Competitive</u>	<u>25</u>	<u>26</u>	<u>28</u>	<u>30</u>	<u>27</u>	<u>23</u>				
New Awards*	7	5	8	6	5	4				
Modifications	18	21	20	24	22	19				
*Data on new contracts are restricted to contracts of \$25,000 and over.										
**Excludes 8(a) awards										

APPENDIX II

COMPETITION IN NASA AWARDS

FISCAL YEARS 1986 - 1991

TYPE OF ACTION	FY 1986	FY 1987	FY 1988	FY 1989	FY 1990	FY 1991				
Net Value of Awards (Millions)										
<u>Total Available</u>	<u>\$7,310.3</u>	<u>\$6,575.3</u>	<u>\$7,350.4</u>	<u>\$8,705.5</u>	<u>\$10,202.3</u>	<u>\$10,562.7</u>				
<u>Competed</u>	<u>4,950.1</u>	<u>5,031.7</u>	<u>5,890.3</u>	<u>6,995.8</u>	<u>8,318.4</u>	<u>8,169.8</u>				
New Awards	772.5	827.3	1,091.0	891.7	1,059.6	679.5				
Modifications	4,177.6	4,204.4	4,799.3	6,104.1	7,258.8	7,490.3				
<u>Not Competed</u>	<u>2,143.1</u>	<u>1,445.7</u>	<u>\$1,279.4</u>	<u>1,376.3</u>	<u>1,338.5</u>	<u>782.8</u>				
New Awards	289.4	404.5	193.0	214.7	244.5	123.6				
Modifications	1,853.7	1,041.2	1,086.4	1,161.6	1,094.0	659.2				
<u>Follow-on</u>	<u>217.1</u>	<u>97.9</u>	<u>180.7</u>	<u>333.4</u>	<u>545.4</u>	<u>1,610.1</u>				
New Awards	15.1	.5	160.1	1.2	138.4	595.5				
Modifications	202.0	97.4	20.6	332.2	407.0	1,014.6				
Percent of Total										
<u>Total Available</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>				
<u>Competed</u>	<u>67.7</u>	<u>76.5</u>	<u>80.1</u>	<u>80.4</u>	<u>81.5</u>	<u>77.3</u>				
New Awards	10.6	12.6	14.8	10.3	10.4	6.4				
Modifications	57.1	63.9	65.3	70.1	71.1	70.9				
<u>Not Competed</u>	<u>29.3</u>	<u>22.0</u>	<u>17.4</u>	<u>15.8</u>	<u>13.1</u>	<u>7.4</u>				
New Awards	3.9	6.2	2.6	2.5	2.4	1.2				
Modifications	25.4	15.8	14.8	13.3	10.7	6.2				
<u>Follow-on</u>	<u>3.0</u>	<u>1.5</u>	<u>2.5</u>	<u>3.8</u>	<u>5.4</u>	<u>15.3</u>				
New Awards	.2	*	2.2	*	1.4	5.7				
Modifications	2.8	1.5	.3	3.8	4.0	9.6				

*Less than .05 percent.

APPENDIX IIA

SMALL BUSINESS PARTICIPATION IN NASA PROCUREMENTS

FISCAL YEARS 1961 - 1990

(Millions of Dollars)

	FY 1961	FY 1962	FY 1963	FY 1964	FY 1965	FY 1966	FY 1967	FY 1968	FY 1969	FY 1970
<u>TOTAL BUSINESS</u>	\$ <u>423.3*</u>	<u>\$1,030.1*</u>	<u>\$2,261.7</u>	<u>\$3,521.1</u>	<u>\$4,141.4</u>	<u>\$4,087.7</u>	<u>\$3,864.1</u>	<u>\$3,446.1</u>	<u>\$3,022.3</u>	<u>\$2,759.2</u>
<u>SMALL BUSINESS</u> % OF TOTAL	<u>63.5</u> 15.0%	<u>123.6</u> 12.0%	<u>191.3</u> 8.5%	<u>240.3</u> 6.8%	<u>286.3</u> 6.9%	<u>255.9</u> 6.3%	<u>216.9</u> 5.6%	<u>189.6</u> 5.5%	<u>162.8</u> 5.4%	<u>161.2</u> 5.8%
<u>SET-ASIDES</u> % OF TOTAL % OF SMALL	<u>6.0</u> 1.4% 9.4%	<u>14.0</u> 1.3% 11.3%	<u>26.0</u> 1.1% 13.6%	<u>39.5</u> 1.1% 16.4%	<u>67.4</u> 1.6% 23.5%	<u>50.6</u> 1.2% 19.8%	<u>45.7</u> 1.2% 21.1%	<u>34.0</u> 1.0% 17.9%	<u>31.4</u> 1.0% 19.3%	<u>35.7</u> 1.3% 22.1%
	FY 1971	FY 1972	FY 1973	FY 1974	FY 1975	FY 1976	FY 1977	FY 1978	FY 1979	FY 1980
<u>TOTAL BUSINESS</u>	<u>\$2,279.5</u>	<u>\$2,143.3</u>	<u>\$2,063.8</u>	<u>\$2,118.6</u>	<u>\$2,255.0</u>	<u>\$2,536.1</u>	<u>\$2,838.1</u>	<u>\$2,953.8</u>	<u>\$3,416.4</u>	<u>\$3,868.3</u>
<u>SMALL BUSINESS</u> % OF TOTAL	<u>178.1</u> 7.8%	<u>160.9</u> 7.5%	<u>155.3</u> 7.5%	<u>181.2</u> 8.6%	<u>216.0</u> 9.6%	<u>218.3</u> 8.6%	<u>255.0</u> 9.0%	<u>281.5</u> 9.5%	<u>325.4</u> 9.5%	<u>384.6</u> 9.9%
<u>SET-ASIDES</u> % OF TOTAL % OF SMALL	<u>41.1</u> 1.9% 23.1%	<u>45.1</u> 2.1% 28.0%	<u>47.3</u> 2.3% 30.5%	<u>61.5</u> 3.0% 33.9%	<u>62.6</u> 2.8% 29.0%	<u>66.8</u> 2.6% 30.6%	<u>83.7</u> 3.0% 32.8%	<u>92.5</u> 3.1% 32.9%	<u>99.4</u> 3.0% 30.5%	<u>175.2</u> 4.5% 45.6%
	FY 1981	FY 1982	FY 1983	FY 1984	FY 1985	FY 1986	FY 1987	FY 1988	FY 1989	FY 1990
<u>TOTAL BUSINESS</u>	<u>\$4,272.8</u>	<u>\$4,805.6</u>	<u>\$5,586.0</u>	<u>\$5,967.4</u>	<u>\$6,652.9</u>	<u>\$6,356.0</u>	<u>\$6,540.5</u>	<u>\$7,274.9</u>	<u>\$8,567.6</u>	<u>\$10,071.5</u>
<u>SMALL BUSINESS</u> % OF TOTAL	<u>409.4</u> 9.6%	<u>430.1</u> 8.9%	<u>482.3</u> 8.6%	<u>556.2</u> 9.3%	<u>644.7</u> 9.7%	<u>671.3</u> 10.6%	<u>786.3</u> 12.0%	<u>801.4</u> 11.0%	<u>857.3</u> 10.0%	<u>924.3</u> 9.2%
<u>SET-ASIDES</u> % OF TOTAL % OF SMALL	<u>195.8</u> 4.6% 47.8%	<u>209.3</u> 4.4% 48.6%	<u>212.0</u> 3.8% 43.9%	<u>222.5</u> 3.7% 40.0%	<u>270.0</u> 4.1% 41.9%	<u>260.9</u> 4.1% 38.9%	<u>297.2</u> 4.5% 37.8%	<u>326.1</u> 4.5% 40.7%	<u>322.5</u> 3.8% 37.6%	<u>307.3</u> 3.1% 33.2%

*Excludes procurements placed under General Services Administration contracts

APPENDIX III

SMALL BUSINESS PARTICIPATION IN NASA PROCUREMENTS (Cont'd)

FISCAL YEAR 1991

(Millions of Dollars)

	FY 1991									
<u>TOTAL BUSINESS</u>	<u>\$10,417.3</u>									
<u>SMALL BUSINESS</u>	<u>968.3</u>									
% OF TOTAL	9.3%									
<u>SET-ASIDES</u>	<u>324.3</u>									
% OF TOTAL	3.1%									
% OF SMALL	33.5%									
<u>TOTAL BUSINESS</u>										
<u>SMALL BUSINESS</u>										
% OF TOTAL										
<u>SET-ASIDES</u>										
% OF TOTAL										
% OF SMALL										
<u>TOTAL BUSINESS</u>										
<u>SMALL BUSINESS</u>										
% OF TOTAL										
<u>SET-ASIDES</u>										
% OF TOTAL										
% OF SMALL										

APPENDIX III

